

PROFORMA INCOME STATEMENT
PRACTICE #DG-1009 from P&L

	Jan - Dec 2018	Adjustments	Proforma
Gross Receipts	809,674		809,674
Other Income	56		56
Refunds	(639)		(639)
Net Receipts	809,091		809,091
Expenses:			
Accounting	3,775		3,775
Advertising	8,197		8,197
Amortization ¹	58,428	(58,428)	0
Automobile ²	308	(308)	0
Bank Charges & Credit Card Fees	447		447
Bookkeeping	5,005		5,005
Computer Expenses	13,329		13,329
Consulting ³	16,533	(16,533)	0
Continuing Education			
Doctor ⁴	2,640	(2,640)	0
Staff	142		142
Contract Labor	60		60
Dental Supplies	56,049		56,049
Dues & Subscriptions			
Doctor ⁵	2,355	(2,355)	0
Staff	783		783
Employee Benefit Programs	569		569
Insurance			
Disability	5,579		5,579
Health-Doctor ⁶	7,130	(7,130)	0
Life ⁶	2,498	(2,498)	0
Professional Liability	2,193		2,193
Property	2,464		2,464
Workers Comp	4,546		4,546
Interest Expense ⁷	35,823	(35,823)	0
Janitorial	4,135		4,135
Laboratory	45,665		45,665
Laundry & Uniforms	1,996		1,996
Legal	2,396		2,396
Licenses & Permits	717		717
Marketing	277		277
Meals & Entertainment ⁸	155	(155)	0
Merchant Fees	12,742		12,742
Office Expense	10,999		10,999
Payroll Service Fees	876		876
Postage	612		612
Promotion & Gifts ⁹	352	(352)	0
Rent	64,200		64,200
Repairs & Maintenance	3,047		3,047
Salaries & Wages			
Assistants	49,360		49,360
Hygiene	68,739		68,739
Office Staff	52,742		52,742
Salary-Officer ¹⁰	94,375	(94,375)	0
Staff Meetings & Meals ¹¹	1,256	(1,256)	0
Taxes			
County	1,163		1,163
Payroll	16,192		16,192
Payroll-Doctor ¹²	6,498	(6,498)	0
State	1,398		1,398
Telephone & Internet	6,982		6,982
Travel ¹³	870	(870)	0
Utilities	4,426		4,426
Waste Disposal	360		360
TOTAL EXPENSES	681,384		
TOTAL ADJUSTMENTS		(229,221)	
TOTAL ADJUSTED EXPENSES			452,163
NET PROFIT	127,707		356,928
ADJUSTED NET PROFIT			356,928

NOTES

- 1.) Amortization: Considered a non-cash expense.
- 2.) Automobile: Considered of personal benefit to the owner.
- 3.) Consulting: Considered of personal benefit to the owner.
- 4.) Continuing Education: Considered of personal benefit to the owner.
- 5.) Dues & Subscriptions: Adjustment considered of personal benefit to the owner.
- 6.) Insurance: Adjustment considered of personal benefit to the owner.
- 7.) Interest Expense: Assume Debt-Free. A new doctor will have his/her own debt structure as it pertains to the purchase of the practice.
- 8.) Meals and Entertainment: Considered of personal benefit to the owner.
- 9.) Promotion & Gifts: Considered of personal benefit to the owner.
- 10.) Salary-Officer: Considered of personal benefit to the owner.
- 11.) Staff Meetings & Meals: Considered of personal benefit to the owner.
- 12.) Taxes-Payroll: Adjustment reflects estimated payroll taxes pertaining to Seller.
- 13.) Travel: Considered of personal benefit to the owner.

****Above data has not been audited by Western Practice Sales.
It is the Buyer's responsibility to verify if information is true and correct.**